

DDI- 05280X/86

18 November 1986

MEMORANDUM FOR: Director of Training

VIA: Deputy Director for Intelligence

FROM:
Acting Director of Soviet Analysis

SUBJECT: Request for full-time Training

1. As indicated in the attached, this Program was previously approved for for the 1985/86 academic year. The Sloan Program Director agreed to hold the application for possible activation at a later date when was asked to withdraw

2. This Office endorses request to participate in the 1987/88 Academic Year Program. has been in contact with officials at Stanford and they are willing to reactivate his application and are looking forward to his participation in the Program.

Attachment:
As Stated

CONCUR:

Deputy Director for Intelligence

19 NOV 1986

Date

APPROVED:

Director of Training

1.15.87

Date

Reluctantly ... after considerable conversation with Mr. Hansen who has agreed to write a tough minded cost-benefit approximation for our future use.

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Application for Admission to
THE STANFORD SLOAN PROGRAM
awarding the degree of
Master of Science in Management

A PROGRAM FOR EXECUTIVES
AT THE
GRADUATE SCHOOL OF BUSINESS
Stanford University



In addition to this application, the Sloan Program requires:

- 1) A separate statement answering the self-evaluation questions in this application.
- 2) A transcript of records from each college or university attended.
- 3) Three completed recommendation forms, including one from the employer's Chief Executive Officer or designee.
- 4) Results of the Graduate Management Admission Test (GMAT).
- 5) For foreign applicants only:
 - Results of the Test of English as a Foreign Language (TOEFL).
 - Foreign supplement academic information sheet.

Please return this application and all accompanying materials to:

Director
The Stanford Sloan Program
Graduate School of Business
Stanford University
Stanford, California 94305

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Academic Program

The Stanford Sloan curriculum includes all the basic courses and fields of management represented at the Graduate School of Business. Sloan Fellows have a unique opportunity to broaden their intellectual horizons and to acquire a general management point of view based on new concepts and advances in management theory.

Every effort is made to help each Fellow develop independence to the point where he or she can diagnose complex, unstructured problems, develop a hierarchy of alternative "solutions," establish a "best solution," and make a decision operational within the organization.

The academic program includes (1) a three-week pre-enrollment program, (2) ten core courses, and (3) five electives. In addition to these academic requirements, Fellows are expected to participate actively in extracurricular seminars similar to those described in this brochure.

The course of study is divided into three academic quarters which run concurrently with Stanford University's academic calendar: Fall, September-December; Winter, January-March; and Spring, April-June. Each quarter is comprised of a rigorous schedule of classes and outside study. Sloan Fellows spend 20 hours per week in class and approximately two to three hours in preparation for each hour of class.

Pre-enrollment Program

The pre-enrollment program for Sloan Fellows starts on September 3, 1985, three weeks prior to the beginning of the regular academic course. The objective of the pre-enrollment program is to insure a common level of familiarity with basic "tool subjects" in preparation for the core courses which follow. Four subject areas are covered:

Decision Sciences: The purpose of this course is to prepare Sloan Fellows for the core course in Decision Sciences. It reviews basic mathematics and principles of data collection and measurement. Topics covered include probability theory and statistical inference.

Fundamentals of Economics: This course treats basic topics of micro-economics and incremental analysis. It serves as preparation for the economics course in the core curriculum and for certain elective courses.

Fundamentals of Accounting: The primary emphasis of this short course is an introduction to the accounting cycle, financial statement preparation, and income measurement. It will review basic principles of financial and managerial accounting.

Computers: This course provides an introduction to the management use of computers. Discussions focus on integrating computer models and systems into problem solving approaches. Laboratory sessions also introduce Fellows to the use of the School's computer facilities.

Because the pre-enrollment course of study is not part of the regular academic calendar, it carries no academic credit toward the M.S.

degree. Nonetheless, it is expected that all Sloan Fellows will be in residence during the pre-enrollment program and that they will participate in these informal introductory courses.

Sloan Courses

During each academic quarter Sloan Fellows take a full program of five classes. Out of the total of 15 courses, 10 are executive seminars designed for the Sloan Program and five are electives which may be selected from regular course offerings at the Business School.

The executive seminars, or core courses, required for completion of the program vary somewhat from year to year in order to keep the Program current and consistent with the academic curriculum of the Graduate School of Business. Sloan core courses are described on pages 8 and 9.

Elective courses available to Sloan Fellows are described in the catalog of the Graduate School of Business which is available to all Fellows upon arrival. In general, elective courses provide opportunities for in-depth study in subject areas of the core curriculum.

During the Fall and Winter terms, the Sloan Director will approve, in consultation with each Fellow, all elective courses to be taken during the Program. Current elective courses are listed on page 10.

Pre-enrollment

September 3 to 20

Decision Sciences
Computers
Fundamentals of Economics
Fundamentals of Accounting

Spring Quarter

March 31 to June 15

Management Courses

Sloan Management Seminar
Business and the Changing Environment
Elective Course
Elective Course
Elective Course

Autumn Quarter

September 24 to December 13

Management Courses

Decision Sciences
Accounting
Marketing Management
Organizational Behavior
Economic Analysis and Policy

Other Activities

Top Management Seminars
Humanities Lectures

Winter Quarter

January 6 to March 21

Management Courses

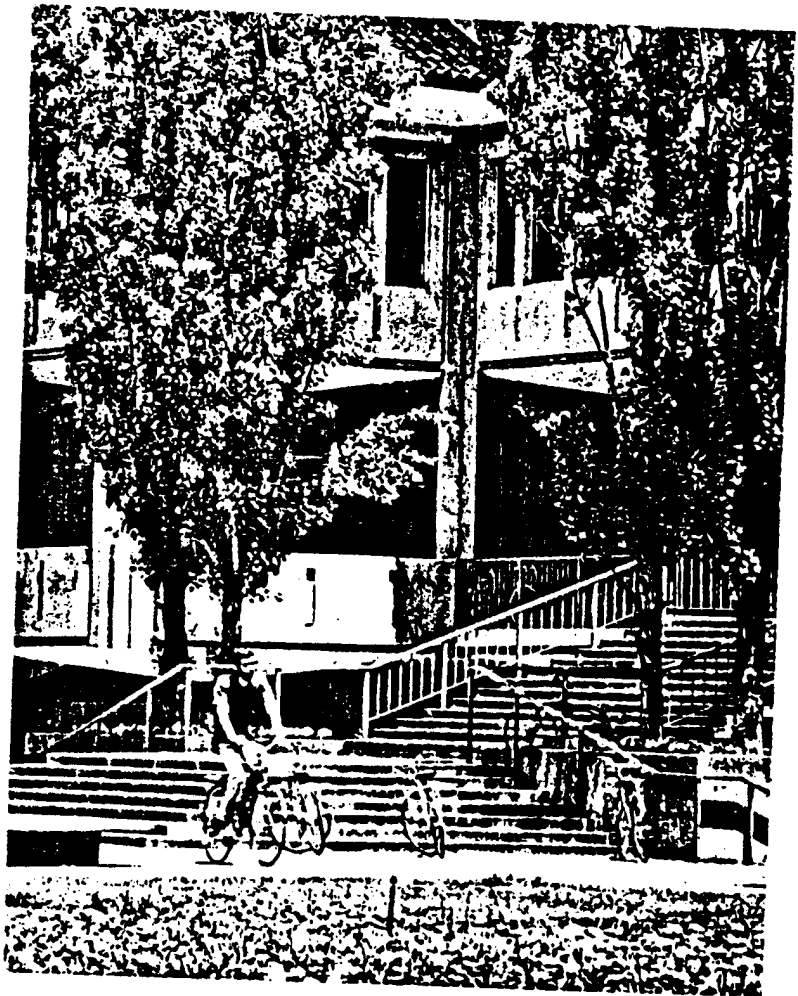
Business Finance
Strategic Management
Management of
International Business
Elective Course
Elective Course

Other Activities

Top Management Seminars
Humanities Lectures

Spring Recess

Washington, D.C. — New York
Field Trip



Sponsorship

Candidates should have the full endorsement of the top management of their organizations. Employer endorsement includes payment of full tuition and the maintenance of salary during the Program.

Employers are also expected to provide for the reasonable costs of relocating the Sloan Fellow and his or her family in the Stanford area. However, employers do not generally pay the costs of moving household furnishings unless there are plans to relocate the Fellow at the end of the Program.

Costs

Tuition for the Stanford Sloan Program, payable to Stanford University, is \$22,850. In addition, an estimated \$2,500 for textbooks, study material, and certain field trip expenses is payable by the Fellow, who is reimbursed by his or her employer.

Education

Applicants to the Sloan Program should hold a bachelor's degree or its equivalent from a recognized college or university. Information regarding exceptions to this requirement is available from the Director of the Program. While no specific background is required for admission, Sloan Fellows have commonly entered the program with graduate or undergraduate degrees in economics, business administration, engineering, science or liberal arts.

Official transcripts of all previous college work are required as part of the formal application procedure.

Experience

Applicants to the Stanford Sloan Program should have eight or more years of increasingly successful experience and show, via their confidential recommendations, clear evidence of potential for senior management.

GMAT

Each applicant is required to submit results of the Graduate Management Admissions Test (GMAT). Applicants for the Sloan Class of 1985-86 should plan to take this test on one of the following dates: October 20, January 26, or March 16. In exceptional cases and with the approval of the Director, applicants may take the June 15 test; however, it should be understood that taking one of the earlier tests puts the applicant at a significant competitive advantage relative to the admission decision.

Information and registration forms may be obtained by writing to:

GMAT
Educational Testing Service
Box 966-R
Princeton, New Jersey 08541

TOEFL

It is essential that each applicant be able to speak English fluently in order to participate actively in classroom and extracurricular activities. If the applicant's native language is not English, he or she should also take the Test of English as a Foreign Language (TOEFL). 1984-85 test dates are October 27, November 17, January 12, March 9, and May 11. Information and

registration forms may be obtained by writing to:

TOEFL
Educational Testing Service
Box 899-R
Princeton, New Jersey 08541

To Apply

Application materials, available from the Program Director, should be completed by the candidate and endorsed by the sponsoring organization's chief executive officer or an appointed designee.

Complete applications should be filed as early as possible since the Admissions Committee meets monthly, November through May of each year. Late applications will be handled on a "by exception" basis. The application deadline is May 1, 1985. Anyone interested in on-campus housing should have all materials in by April 15, 1985. Notifications will be mailed as soon as decisions are final. To obtain application material, write or call the Director:

John H. Steinhart, Director
The Stanford Sloan Program
Graduate School of Business
Stanford University
Stanford, California 94305-2391

TELEX 348402 STANFRD STNU
Telephone (415) 497-2149
or 497-2144